RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 29, 1997

RJR Account #317880
Ms. E. Jones
R. L. JONES & SONS

DORAL BUY ONE CARTON GET 5 PACKS FREE / PROMOTION #701646

Dear Ellie:

DORAL ***pre-sleeved gratis*** product (6M), along with *Doral* Live product, has been ordered (see quantities listed below) to ship this promotion to participating retail accounts on the attached Customer List. *R. J. Reynolds'* sales personnel will assemble offers at store level.

DORAL*GRATIS* BRAND STYLE	GRATIS UPC Code	#/ (6M) Gratis Cases	DORAL LIVE BRAND STYLE	LIVE UPC Code	#/ (12M) Live Cases
Light 100	12300-21775	2	***Light 100***	12300-15212	2
FF 100	12300-21776	1	***FF 100***	12300-15312	1
Men Lt 100	12300-21858	1	***Men Lt 100***	12300-15812	1
Ult Lt 100	12300-21860	1	***Ult Lt 100***	12300-16712	1

Product / Premium Arrival: **August 19, 1997**

Ship Date to Retail: **Week of: August 25, 1997**

EFT $ Amount: **$2,773.14**

Non-EFT $ Amount: **$N/A**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you $9.00 per **live 12M** case for all product packed and shipped to retail on a timely basis. This equates to **$45.00 (5 (12M) case(s) @ $9.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: A. Zecca
Enclosure: Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB1CG5.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/sqnn0000

PROMOTION #701646: DORAL BUY 1 CARTON GET 5 PACKS FREE

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PRODUCT ARRIVAL DATE: 8/19/97

SHIP NUMBER OF CARTONS AS INDICATED [LIVE (12M) PRODUCT AND GRATIS (6M) PRODUCT] TO STORES LISTED.

**** R.J. REYNOLDS SALES PERSONNEL WILL ASSEMBLE AT STORE LEVEL.**

						#/LIVE CARTONS				#/GRATIS CARTONS					
SR TERR	SISX	FULL NAME	ADDRESS	CITY	STATE	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	LIVE CARTONS TO BILL EACH RETA ACCOUNT	DIRECT ACCOUNT
162606	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	120	60	60	60	60	30	30	30	300	R L JONES R L JONES Count
				TOTAL CARTONS		120	60	60	60	60	30	30	30		
				TOTAL CASES		2	1	1	1	2	1	1	1		

7/29/97CTNDORL.XLS

Source: https://www.industrydocuments.ucsf.edu/docs/sqnn0000

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 09/25/97

ACCOUNT NUMBER: 317880
VOUCHER NUMBER: 15371517
DATE WRITTEN: 09/25/97
STATUS: PAID
AMOUNT PAID: 45.00

R L JONES
PO BOX 152
BATH , NY 14810

SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
'97 VAP SHIPPING	5.00	45.00

EXPLANATION: DORAL 5PK CTN PROMO 701646 - AZ

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